

Air Force Materiel Command

Developing, Fielding, and Sustaining America's Aerospace

Air Force

Advantage

AF ePurchase Card

Initiative

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U.S. AIR FORCE

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Integrity - Service - Excellence



Overview



Overview

What?

When?

Why?

Action

Questions

- **What Are We Doing?**
- **What Is AF Advantage?**
- **Value Proposition?**
- **Spiral Development Timeline**
- **The Marketplace**
- **What Can You Do?**
- **Questions**



What Are We Doing?

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A pilot program at WPAFB where we are:

- **Partnering with ALL stakeholders to implement an electronic purchase card service**
- **Creating a “BEST FIT” solution for possible AF WIDE implementation**
- **Gathering needed Business Intelligence**
- **Working to save AF resources**
 - **Leveraging prices paid to maximize \$\$\$ spent**
 - **Reallocating labor to other mission critical efforts**
- **Enforcing AF business rules for GPC use**
- **Foundational element of solution - AF Advantage**



What is AF Advantage?

• GSA • Advantage! • Security • What's New • e-Buy • e-Library • Customer Service • Help/FAQ

• GSA Advantage based model

• Configured to Air Force requirements spirally implemented

• 7000+ Vendors

• 2.7 Million Items

• Substantial Discounts Negotiated

• Currently Executing Over \$600K in Orders Per Day

• Unified Catalog Backed by Government Contracts

• Vendors Already Identified By Socioeconomic Category

AF is Already 20% of their Business Base!



Value Proposition?

Overview

What?

When?

How?

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Questions

- **Provides assistance in better compliance with GPC instruction AFI 64-117**
- **Reduces challenges faced in GPC administration**
- **Captures business intelligence for future planning**
- **Enables cost savings opportunities in terms of prices paid & labor resources allocated**



Value Proposition?

Overview

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- Requestors build shopping carts
- Helps Cardholder collect requests “to buy”
- Facilitates conducting market research
- Saves time
 - Purchases from the desktop
 - Direct delivery to the requestor
- Will enable auto purchase log loading
- Will facilitate reconciliation process through interface to CARE



What is the true cost?

Overview

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$$\text{PRICE PAID} + \text{Advantage Shipping Cost} = \text{Total Cost}$$

$$\text{PRICE PAID} + \text{Productivity Lost} + \text{Transportation Costs} = \text{Total Cost}$$

- Is an item or basket of items truly cheaper?
- Have travel costs associated with Cardholder's use of POV been considered?
- Has cost of lost productivity been factored in?



Which is the better value?

Overview

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$$\begin{array}{c} \text{AF Advantage} \\ \text{Total Cost} \end{array} < \begin{array}{c} \text{Local Fulfillment} \\ \text{Total Cost} \end{array}$$

- **Is the AF Advantage total cost of procuring a basket of goods truly less expensive than the same basket procured locally considering all factors?**
- **Cardholder must make a BEST VALUE decision**



Spiral Development Timeline

Overview

What?

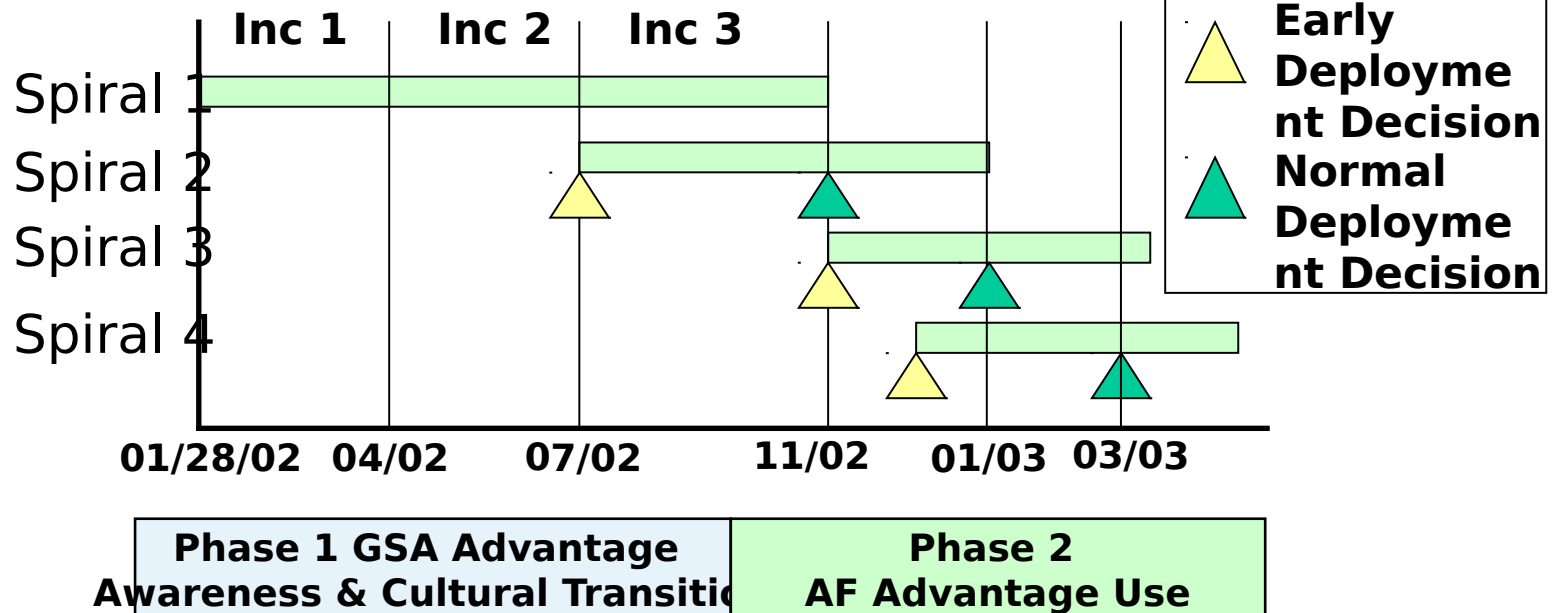
When?

Why?

Action

Questions

- **Spiral 1 Wright Patterson only**
 - **Three Increments With Increasing Capability**
 - **All Commodities**
- **Spiral 2 AFMC Wide Deployment**
- **Spiral 3 AF CONUS Wide Deployment**
- **Spiral 4 AF OCONUS Deployment**





The Marketplace

Overview

What?

When?

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Questions

- **Electronic commerce in the US economy at large is growing**
- **Business to consumer Internet sales to increase from \$78B in 2000 to \$143B by 2003**
- **Business to business Internet sales to increase between \$1.5 and \$2.2 Trillion in that same timeframe**
- **GartnerGroup says, "Pace of innovation will increase as enterprises institutionalize electronic business"**
- **Whether it is AF Advantage or some other eProcurement tool the AF is transitioning**

Source: GAO Report to the Ranking Minority Member, Committee on Small Business and Entrepreneurship, US Senate "Electronic Commerce - Small Business Participation in Selected On-line Procurement Programs" Oct 2001

Faster, Better, Cheaper for our Customers!



Federal Marketplace

Overview

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- **On-line Procurement Programs exceeded government wide goal of 23% for small business**
- **Small businesses generally obtain a greater percentage of contract awards \$25K or less**
 - **43% for non-credit-card awards in FY00**
 - **93% of GSA Advantage awards were \$25K or less in FY00**



What can you do?

Overview

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Why?

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Questions

- **Register in GSA Advantage**
- **Start buying on GSA Advantage**



Frequently Asked Questions



Overview

What?

When?

Why?

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Questions

- **Is it mandatory?**
 - Not mandatory
 - AFMC CC states “maximize use” in 1 Mar 02 Letter
 - Use is critical to your organizations as a business unit
- **But I can find better prices elsewhere**
 - This may be true
 - Is it really cheaper?
 - Have you considered all the costs?



Frequently Asked Questions

Overview

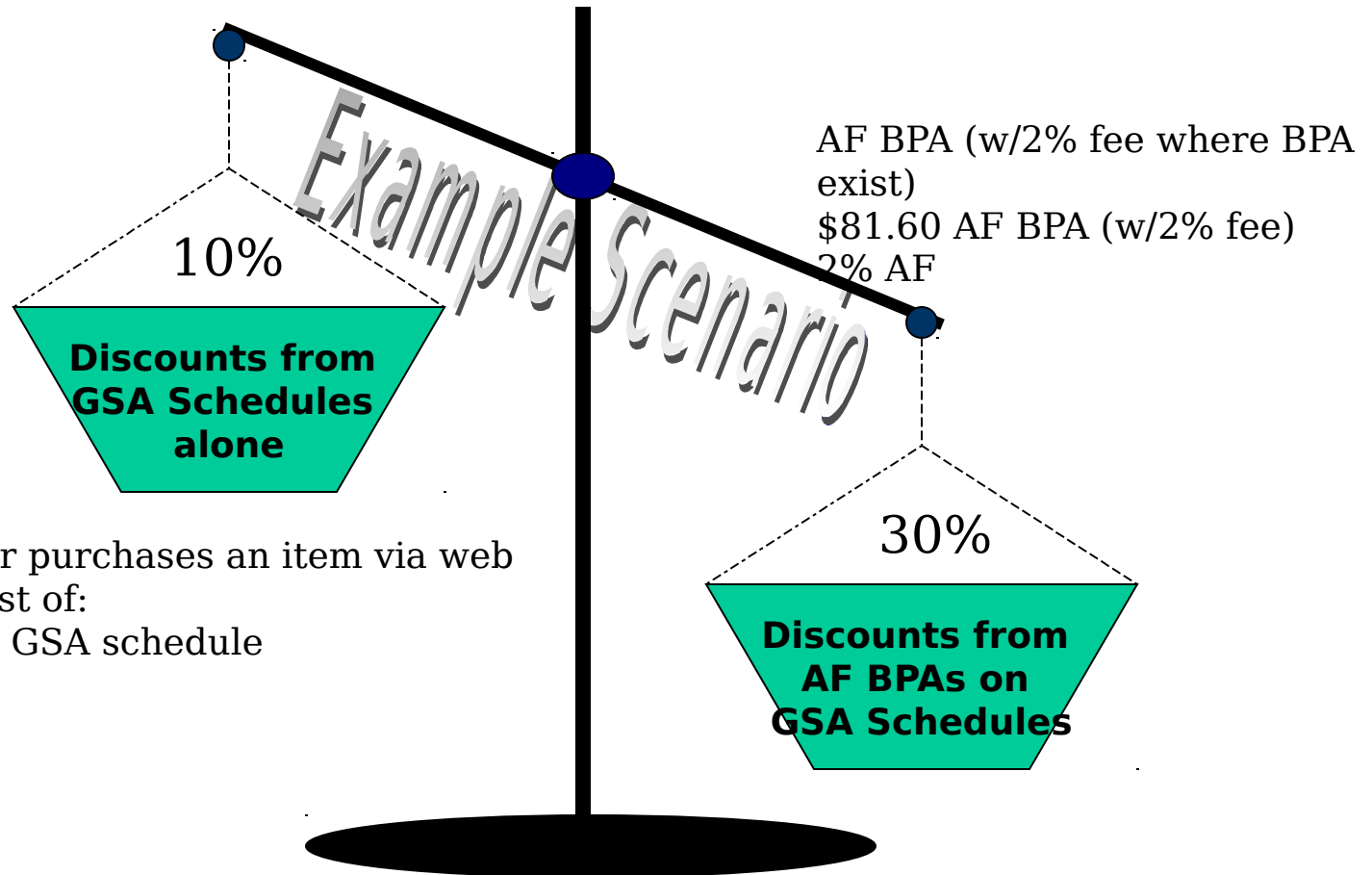
What?

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Buyer purchases an item via web
at cost of:
\$100 GSA schedule

Bottomline: A larger fee paid on an item with a larger discount IS CHEAPER



Key Information

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- **GSA Advantage Web Site:**
 - www.gsaadvantage.gov
- **AF Advantage Web Site (Wright Patterson Only):**
 - www.afadvantage.gov
- **Need more Information**
 - <https://epc.wpafb.af.mil>



GSA Advantage Site



Overview

What?

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GSA Advantage! - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites History Print

Address http://www.gsaadvantage.gov/advgsa/main_pages/start_page.jsp Go Links

GSA Advantage! Security What's New e-Buy e-Library Customer Service Help/FAQ

GSA Advantage!
...Working for the U.S. Government

Login:

User ID

Password **Go!**

[Click Here](#) if you need help logging in.

Get your User ID and password - [Register Here](#).

It's the NEW Advantage!

The new log in process lets you customize your information. [Click here to assign a User ID and Password.](#)

GSA EXPO 2002, The San Diego Convention Center, May 21-23
Please visit [expo.gsa.gov](#) for more information.

2002 GSA EXPO

5 ways to shop Advantage! now

- 1. Search/Browse**
 [Advanced Search](#) **Go!**
- 2. Quick Order**
Enter NSN Enter Quantity **Go!**
- 3. Re-Order from a Previous Order** **Go!**
- 4. FEDSTRIP/MILSTRIP** **Go!**
- 5. Order from your Parked Cart** **Go!**

[View a Tutorial of the "new" GSA Advantage!](#)

Requisition Status

Shop Advantage! for:

- * **Advantage!** will custom tailor information based on your interests, purchases and visits.
- * **Advantage!** will remember your parked carts and cart numbers, so you won't have to.
- * You can Add/Modify/Delete multiple payment methods (credit card and AAC).
- * **Advantage!** will deliver your specialized news feed.

Start GSA Advantage! - Mic... 4:40 PM



AF Advantage Site

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My Advantage - Microsoft Internet Explorer provided by HQ AFMC

File Edit View Favorites Tools Help

Back Forward Stop Reload Home Search Favorites History Print Mail

Address http://www.afadvantage.gov/advgsa/main_pages/my_advantage.jsp?BV_SessionID=@@@@1382559186.1015423281@@@@&BV_EngineID=ccciadceigimlhcfhgcefdmgfhdfgk.0 Go Links

* GSA * Advantage! * Security * What's New * e-Buy * e-Library * Customer Service * Help/FAQ

Log off Your Home Your Profiles Your Parked Carts Your Orders Your Cart contains 0 items / \$0.00

AF Advantage!
Air Force & GSA...Working for the U.S. Government

Welcome back Jason Ortiz
Wednesday March 6, 2002

Air Force Advantage is here!

Congratulations! You're part of an important pilot program for the Air Force. AF **Advantage!** combines the best features of GSA **Advantage!** with the added benefit of Air Force negotiated prices to maximize your buying power. Success here at WPAFB will help ensure success as we deploy the system throughout the Air Force.

We need your feedback! Your opinions and experiences are critical to the success of this pilot. Let us know what you think!

[Tell Us](#)

5 ways to shop **Air Force Advantage!** now

1. Search/Browse

[Advanced Search](#) [Go!](#)
2. Quick Order
Enter NSN Enter Quantity
[Go!](#)
3. Re-Order from a Previous Order [Go!](#)

Your Recent Order History

Click on any order to: Re-order individual items, check status, find vendor contact information, reconcile your invoices.

Order History Options
[Search Order History by Date](#)

Advantage Session Number:

Done

Start Microsoft PowerPoint - [A...] My Advantage - Micro... Internet 9:01 AM



BACKUP SLIDES



Spiral Implementation Plan

- **Spiral 1 Increment 1**
 - **Current GSA Capability**
 - **Split Buys**
 - **AFWAY Pass Off**
 - **Improved Self Identification**
 - **Initial Reports Capability**
 - **Detailed Item Description (Environmental, Business Info)**
 - **Allow Requesters to Add Additional Info About Buy**
 - **Creation of Public Shopping Lists**
 - **Card Holder Designation of Card Numbers**



Spiral Implementation Plan

- **Spiral 1 Increment 2**
 - **Increment 1 capabilities**
 - **Additional Business Rules**
 - **Hazmat Info**
 - **Off-system Purchase Logging Capability**
 - **Data Feed of Purchase Info to CARE for Reconciliation**
 - **Streamlined Access to Canned Reports**
 - **Ad-hoc Query Capability**
 - **Automated Reminder to Confirm Receipt of Product If Past Delivery Due Date**
 - **Accessibility Through AF Portal**



Spiral Implementation Plan

- **Spiral 1 Increment 3**
 - **Increment 2 Capabilities**
 - **Additional Business Rules (Configurable)**
 - **Establish Single Purchase, Monthly Card Limits**
 - **Permit Delegation of Approval Authority**
 - **User Changeable Workflow**
 - **Require Hazmat Approval Before Purchase**
 - **Provide Established Roles (Requester, Card Holder, Base CO, Etc)**
 - **Small/Local Business Inclusion Process**

Spiral 2 (AFMC Wide)

- **BPA's for 2-3 National Suppliers Per Commodity**
- **Locally Managed Workflow**
- **Purchases Above \$2,500**



Spiral Implementation Plan

- **Spiral 3 (AF wide CONUS Deployment)**

- **Local BPAs With Primary Base Vendors**
- **Resolution of Base Specific Business Process Issues**
- **Additional System Enhancements as Identified by Users**

- **Spiral 4 (AF wide OCONUS Deployment)**

- **Establishment of OCONUS Contracts/Delivery Process**
- **Increased Catalog Content**